



STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

July 1, 2015

TO: ALL OFFERORS

FROM: Roxann M. Parker, CPPB
STATE CONTRACT PROCUREMENT OFFICER II

SUBJECT: ADDENDUM TO REQUEST FOR PROPOSAL NO.: GSS15735A-VEH_UPFIT
VEHICLE UPFITTING

ADDENDUM #1

This addendum is issued to answer potential bidder questions related to the Solicitation for Vehicle Upfitting:

Q1. Must we submit 3 years Financial Statements? This is not required on some of the other vehicle related contracts that we've bid in the past.

A1. The requirement for 3 years Financial Statements (balance sheets, income statements) is not to see how sound the company is, rather to insure that the company is sound, not filing bankruptcy, etc. Bidders who are uncomfortable submitting financial statements have 2 options when submitting their bid: 1) mark your financial information as Confidential; 2) take exception to the requirement and provide why so the state can consider the exception. We do not want vendors not to submit a bid because of this requirement.

Q2. Delivery – how are upfitters getting delivery of vehicles?

A2. The intent is for the dealers to drop ship to the upfitter. If drop ship is not used, provisions have been provided in the pricing spreadsheet for upfitters to include their pricing for pick-up and delivery of vehicles.

Q3. When vehicles are drop shipped to the upfitter, how do we get the components?

A3. The ordering agency will provide all hard consumables/components. This contract is for installation unless otherwise specified. The components for drop shipped vehicles will be drop shipped to the upfitter.

Q4. When used equipment is sent to upfitter to be installed and it doesn't work, will the State pay for the repair?

A4. The State will make every effort to check equipment prior to sending to upfitter to ensure that it is working properly, however in the event it doesn't, the State will pay for repair.

Q5. How many vehicles are we looking at upfitting every year?

A5. The number of vehicles varies year to year, depending on replacement schedules and budget constraints but estimates to date are: State Police - between 70-90 a year (Tahoe's this year); DelDOT - around 30-35 vehicles a year; Fleet - about 30 vehicles a year.

Q6. Under DelDot # 6 (page 57) See below for specific individual component pricing when a package pricing is not appropriate or applicable for a specific vehicle. I have the following questions:

Item # 9 Tonneau Covers- A.R.E. LSII or equal (this shall be furnish and installed)

Can you provide Year of Vehicle? Answer: Vehicles will be new as per State Contract.

Can you provide Model of Vehicle? Answer: Vehicles will be as awarded on State Contract.

Can you provide bed length of Vehicle? Answer: For purposes of bid, use 8'.

Can you provide what color of Tonneau Cover? Answer: for purpose of bid use White.

Can you provide what type of Cab of Vehicle? Answer: This will depend on vehicle contract Details will be given to the Awarded Upfitters in a Purchase Order when an agency contacts them to furnish and install the Tonneau Covers.

Item #10 Rat Box-weather guard style model 303-3 pack rat or equal

Are we providing for pricing and installation of this?

Answer: this item is furnish and install

Item #13 Rhino installation on pickup truck bed and side walls (non slip)

Are we providing this? Answer: This is furnish and install.

Can you provide bed sizes? Answer: It will depend on the vehicle, but for purposes of this bid use 6 ½'.

Item #17 2400 Watt inverter

Is this being connected to the vehicle charging system? Answer: Yes

Item #18 Batteries for 2400 watt inverter

Are these being connected to the vehicle charging system? Answer: Battery has its own charging system.

Is there a battery box or mounting plate being provided for the batteries? Answer: Agency will supply.

Q 7. Under DSP Upfit Packages (page 61) I have the following questions:

DSP has 3 basic Configurations for our Patrol Tahoe they are; K-9 Patrol, Marked Patrol and Unmarked Patrol. The three (3) schedules below list the typical equipment installed in a Tahoe. This is for installation only. Components are purchased and provided to the upfitter by the agency.

(page 62) K-9 Kit AND K-9 Kennel Insert System with Hotdog and remote opening

Is there a difference between the two? [Answer: There is a difference between the two and the kits will differ. Agency will provide.](#)

Under Appendix B- Service Pricing

#2 Reference /Repair Manuals Used, Parts and Labor- All Other Repairs Not Previously Covered Above:

If we do not use or follow any specific Reference/Repair manual what would you request us to put in for this information? [Answer: If you don't follow any that are listed, NONE would be your answer. For DSP, all equipment will come with installation manuals and specifications. Wiring schematic will be required as per the RFP specifications.](#)

Q8. I have the following questions related to DeIDOT components:

- 1. Arrow Board listed in the bid is MB13 which doesn't match anything listed from the manufacturer. The actual arrow board used appears to be an MB3 with a bed rail mounting system with the optional Power Tilt. (Pg. 57 Section 6) [Clarification: Board number should be MB3-13. Again, Agency provides component.](#)
- 2. For the 52" light bar are all the LEDs amber except the two forward facing work lights or is it a combination of amber and white? (Pg. 57 Section 6) [Answer: Depends on vehicle. Again, Agency will provide.](#)
- 3. Is there a preferred finish for the aluminum toolboxes? (Brite Tread, Gloss Black, Matte Black, etc.) (Pg. 57 Section 6) [Answer: Agency will provide.](#)
- 8. Are we supplying the Auto Vehicle Locators or just installing? (Pg. 57 Section 6)
- 9. In place of the ARE LSII fiberglass cover we offer a hard painted ABS plastic tonneau cover from Undercover that has the ability to be keyed to the vehicles factory key opposed to separate keys. (Pg. 57 Section 6) [Clarification: for Bid use ARE LSII; this item would be supply and install.](#)
- 12. What requirements are there for the center console located between the bucket seats? We can get universal vinyl style ones with cup holders and an armrests or are you looking for a more durable generic metal style console similar to a Weatherguard or Adrian Steel model console or more vehicle specific units like Gamber Johnson/Havis/etc. (Pg. 57 Section 6) [Clarification: The Agency will provide with the vehicle.](#)

14. Does the Liftgate platform need to be aluminum or steel? (Pg. 57 Section 6) [Again, Agency will provide. Very few are used, but they would be steel.](#)

- 17. Does the 2400W power inverter need to be Pure Sine Wave or is a cheaper Modified Sine Wave preferred? (Pg. 57 Section 6) [Answer: Again, Agency will provide.](#)

[A8. As stated in the RFP, this contract is for installation. This section is meant to get bidders pricing to install individual components in the event that Package 1 – 5 is not appropriate for a vehicle. All components will be provided by the ordering agency and details will be provided to the awarded vendor\(s\) in a purchase order.](#)

Q9. I have the following questions related to DSP Components:

- Are we supplying the lights and sirens or just installing supplied parts? If not is Code 3 an approved brand for any of the lights/sirens and controllers and are there any specific model requirements? (Pg. 62)
- Are we supplying the parts or just installing supplied parts? If not is Havis or Setina an approved brand for the K-9 Inserts, Partitions and Consoles? (Pg. 62)
- Are we supplying the Gunlock? If not, is it a large rifle/shotgun style lock that is attached to the partition? (Pg. 62)
- What else is included in the K-9 Kit in addition to the Insert System with Hotdog and Remote opening? (Pg. 62)
- For the Coban Camera System are we supplying the parts or just installing? Which Coban Camera System is typically used in the vehicles? (Pg. 62)
- Are we supplying the computer mounts and cables or just installing? What type and models of Computers and Printers are used in the vehicles? (Pg. 62)
- Are the Spot Mirrors listed typical stick on blind spot mirrors or mirrors mounted somewhere else on the vehicle? (Pg. 62)
- Are we supplying the parts for the Timer or just installing supplied parts? Is the Timer an ignition override system to keep the vehicle running or just a timer to power all the accessories in the vehicle once the vehicle is shut off? How long does the timer need to be? (Pg. 62)
- Are we supplying the Rocket Modem and Network Switch parts or just installing supplied parts? If we are supplying and/or installing more specific info is needed about style and intended use for the Rocket Modem and Network Switch to be able to pick out the parts. (Pg. 62)

[A9. As per the RFP, all components will be provided by Delaware State Police. Installation is to be complete as per equipment manufacturer manuals. Wiring schematic should be as per spec, at minimum and be approved by the agency, as per the RFP. The State will provide detailed instructions/information when a Purchase Order is issued.](#)

Q10. What model is the Coban Camera System for DSP?

A10. Agency will provide Camera System.

Prospective Bidders are highly encouraged to read the Request for Proposals in its entirety, particularly the Scope of Work, as it provides specifications in more detail than what is shown on the pricing spreadsheet.

Proposals from vendors/businesses that do not appear on the Pre-Bid Meeting Attendance Sheet will not be accepted.

All other terms and conditions remain the same.

S:\ GSS15735A Addendum to Proposal



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